Ipso Facto Consulting, Inc.
SBA SDB & 8(a) Certified Company
Statement of Qualifications

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Ipso Facto Consulting, Inc

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Ipso Facto Consulting, Inc

COMPANY BACKGROUND

Ipso Facto Consulting, Inc. (Ipso Facto) is a State of Texas corporation specializing in Information Technology (IT) consulting services. The company was established in 1995 and is headquartered in Austin, Texas. The Ipso Facto mission is to provide expertise and personnel that deliver well-designed, well-executed, and cost-effective solutions for the information technology needs of its clients. We fulfill this mission by providing turnkey solutions to business problems as well as technical support services to our clients. Ipso Facto was certified as a SBA 8(a) and SDB Company in June 2002.

Management

Ipso Facto's senior corporate staff has over 100 year's professional Information Technology experience to support its technical staff. This experience includes not only software development and project management but also complex system architecture, Independent Research & Development (IR&D), process modeling, reengineering, and process assurance.

Senior corporate staff includes Mr. Singh, Mr. Terrel, Mr. Franklin, and a cadre of Certified Project Managers (PMP) with diverse commercial and Government experience.

Mr. Inder P. Singh
CEO & President
Over 35 Years IT experience gained at TI, Ford Aerospace, IBM and Ipso Facto.

Mr. James A. Terrel
Vice President, Programs & Technology
Over 30 years experience gained at Lockheed, SAIC & Ipso Facto.

Mr. Keith A. Franklin
Advisor, Business Development
Over 32 years experience gained at IBM.

Mr. G. M. Rana
Advisor, Federal Contracts
Over 35 years experience in federal contracting.

Technical Resources

To achieve our corporate mission, Ipso Facto has placed its highest priority on assembling a staff of professionals who not only have technical excellence, but also have the motivation, work ethic, previous work experience and credentials to do an exemplary job. These professionals may provide solutions to our client's needs either through technical support arrangements or preferably through turnkey delivery of solutions managed by Ipso Facto.

Quality

All Ipso Facto projects are managed with strict process guidelines. Ipso Facto's Program and Process Assurance Manager has been certified as a Personal Software Process (PSP[©]) instructor by the Software Engineering Institute (SEI) and a Certified Quality Manager (CQM) by the American Society for Quality (ASQ). All our project managers have extensive experience managing large business critical projects for commercial and government entities. These experiences provide Ipso Facto with a very strong background in developmental methodologies and project management.

Ipso Facto Consulting, Inc

SERVICES

Ipso Facto specializes in a wide range of computer systems services offered across a full spectrum of hardware platforms and software environments. Our mission is to provide quality deliverables, while employing cost effective and efficient operations to deliver Information Technology services to our clients. We have an excellent record of accomplishment of delivering services and solutions on time and within budget. The significant services include:

- *Operations Outsourcing Services*
- *Custom Software Development and Systems Integration*
- *Technical Support Services*

Operations Outsourcing Services

Ipso Facto's operations outsourcing services can enable an organization to focus on its core capabilities, while we manage and maintain ongoing internal applications and services. With Operations Outsourcing, Ipso Facto provides the highest level of service while keeping operational costs low.

Business Process Outsourcing (BPO)

- Ipso Facto provides computer-based solutions for compliance monitoring of State and Federal regulations. Our proprietary systems minimize manual labor, while eliminating review discrepancies and inaccuracies that typically occur with labor-intensive projects. Ipso Facto leverages information technology and automation to:

  - Assure quality, sufficiency, and accuracy of all work.
  - Assure timeliness for completing required tasks and deliverables.
  - Provide accurate and timely progress and activity reports to management.
  - Provide consistent interpretation of rules due to automated support.
  - Build-in cost containment measures from the outset.

Help Desk Management

- Help Desk Management is essential for any organization to function smoothly. Budgets are short, demands are high, and productivity cannot be sacrificed. With Ipso Facto's Help Desk Management Services, any organization can alleviate the continuous drain on financial and human resources. Ipso Facto acts as the primary response team for all areas of help desk. Ipso Facto uses its proven management, forecasting, and risk management techniques to keep operations in line, while maintaining lower operational costs and rapid response times.

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Custom Software Development and Systems Integration

When posed with a customer's problem, Ipso Facto evaluates technical, financial, and labor requirements and then develops the finest detailed solution that combines different services and capabilities to solve the problem at hand. Ipso Facto provides the managerial leadership and technical resources required for transforming problems into solutions. Our Software Development capabilities address the full life cycle of services.

Technical Analysis

- Business Process Analysis
- Requirements Development
- Joint Applications Development (JAD)
- Recommendations concerning COTS product selection or Custom Software Development

Software Development

- System Design
- Test Plan Development
- Source Code Development
- System Test

Systems Integration

In Systems Integration, the focus is to bring multiple components together to solve problems facing your organization today. Frequently, either custom software or Commercial-Off-the-Shelf (COTS) products must be integrated into an ongoing IT environment. Ipso Facto's Systems Integration services cover the full Systems Integration lifecycle. Ipso Facto provides Systems Integration solutions in the following areas:

- COTS product configuration
- Data consolidation, cleansing, and migration
- Custom code integration
- System testing

Maintenance & Support

Applications maintenance is an ongoing activity, in many cases lasting for years. Due to the longevity of software systems, it is quite common for the maintenance costs of these systems to exceed the initial development costs. In many cases, Ipso Facto can provide equivalent services at lower than in-house costs. Furthermore, Ipso Facto maintenance resources are not constrained by headcount limitations and have a large, diverse technical talent pool.

Ipso Facto is capable of providing maintenance and support services for:
- Database Management Systems
- Legacy Systems
- Enterprise Applications
- Internet Applications

Technical Support Services

Ipso Facto's objective is to deliver cost-effective solutions for the information technology needs of its clients. *Our corporate emphasis is on process and quality* and our management team includes an American Society for Quality certified Quality Manager and a SEI trained Personal Software Process (PSP™) instructor. We maintain close contact with all of our assigned personnel to support and to provide assistance as needed to enable them to perform at the highest possible levels in their client assignments. *Ipso Facto has provided technical support personnel with the independent technical certifications listed below.*

ABCP	Associate Business Continuity Planners		**IBM Certified**	
				Specialist
				Application Developer
BrainBench Certified				Solutions Expert
	'C' & C++ Programmer			
	Internet Security		MBA	Masters of Business Administration
	Java Programmer			
	Unix Administrator		MCCD	Certified ColdFusion Developer
	Web Server Administrator			
	Customer Requirements Analysis		**MicroSoft Certified**	
	Java EJB		MCAD	Application Developer
	OO Concepts		MCDA	DBA
	Web Programmer		MCP	Professional
	XML		MCP+I	Professional +Internet
			MCSD	Solutions Developer
CNA	Certified Novell Administrator		MSCE	Systems Engineer
CBCP	Certified Business Continuity Professionals		**Oracle Certified**	
			OCA	Associate
			OCP	Professional DBA
Cisco Certified				
CCDA	Design Associate		PMP	Project Management Professional
CCNA	Network Associate			
CCNP	Network Professional			
			SEI Certified	
CNE	Novell Certified Network Engineer		PSP	Personal Software Process
			CMM	Lead Assessor
CPA	Certified Public Accountants			
CQE	Certified Quality Engineer		**Sun Certified**	
CQM	Certified Quality Managers		SCJP	Programmer for JAVA2 Platform
CRP	Certified Recovery Planners			
			SCNA	Network Administrator
			SCSA	Solaris Administrator
			SWCD	Web Component Developer for Java 2

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PRODUCTS

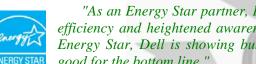Ipso Facto Clients require elimination of IT acquisition complexity and total business solutions. Ipso Facto has signed its first hardware products' VAR agreement with Dell, Inc as a *Dell Registered Partner*. This agreement has positioned Ipso Facto to provide value, business benefits, and acquisition simplicity to Clients for turnkey solutions.

Ipso Facto, with the help of Dell Earth programs, is committed to Green IT solutions. We facilitate access the Dell Earth programs to assist our Clients in achieving the best IT CO2 footprint.

- Energy Efficiency
- Recovery & Recycling
- Plant a Tree for Me

"As an Energy Star partner, Dell has significantly advanced the area of computer energy efficiency and heightened awareness of the importance of Energy Star. By participating in Energy Star, Dell is showing businesses worldwide that protecting the environment is also good for the bottom line."

Kathleen Hogan, Director, USEPA Climate Protection Partnerships Division

Benefits to Clients

Ipso Facto enables Clients to maximize equipment's and software's potential right away and provides an improved return on investment. As a Value Added Reseller, we add value to Clients' IT acquisitions. We sell the products, offer services and support to allow our Clients to focus on their core business.

- Clients receive the best possible price including all promotions and discounts for all products.
- Dell is the industry's price leader and generally cheaper than hardware from local stores.
- Dell's business division warranty, service, & technical support are fully supported.

How to Order

- Contact our sales department by phone: 512.372.9880 or email: dellsales@ipsofacto.com
- Configure your systems on-line at www.dell.com for businesses, add to the cart and email the cart to dellsales@ipsofacto.com. We will promptly provide you with a price quote for your selected configuration.

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NAICS CODES

Our primary capability, custom computer programming and system design, is complemented with niche areas like document & record management, Environmental Management Information Systems (EMIS), and Business Process Outsourcing (BPO).

Description	NAICS Code	SIC Code
Custom Computer Programming Services	541511	7371
Computer System Design Services	541512	7373
Computer System Design Services (Computer Systems Consultants)	541512	7379
Computer Facilities Management Services	541513	7376
Other Computer Related Services	541519	7379
Management Consulting Services	541611	8742
Environmental Consulting Services	541620	8748
Temporary Help Services	561320	7363

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STATE CONTRACT VEHICLES

DIR Information Technology Staff Augmentation Contract

The Texas Department of Information Resources (DIR) has introduced a State-wide contract vehicle designed to acquire technology solutions for the state government. The purpose of the Information Technology Staff Augmentation Contract (ITSAC) is to provide personnel for information technology projects for all State of Texas agencies. Ipso Facto Consulting has been accepted as a vendor for all labor categories of the ITSAC contract.

The ITSAC initial term was September 1, 2006 through August 31, 2007. The ITSAC term has been renewed to August 31, 2009

ITSAC is a *multiple award, indefinite delivery, indefinite quantity* contract vehicle and contains the following features:

Benefits

- ITSAC to be used by all State agencies
- Program ceiling for 2007: $50 Million
- Geographic coverage is the State of Texas
- Pre-competed NTE hourly rates
- Easy to use contracts
- Short procurement lead time
- Support small businesses and meet procurement preference goals
- Availability and access to proven small business and 8(a) technology provider
- DIR provides information technology (IT) specialty contract administration

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CLIENTS

Ipso Facto has provided turnkey solutions and technical support services to State and local government and commercial clients listed below. Our services have been provided under competitively won contracts and task orders under blanket or master contracts.

Texas Commission on Environment Quality

CMA Consulting Incorporated

Texas Department of Information Resources

Texas Education Agency

Pedernales Electric

Texas Office of Attorney General

MicroAssist

Texas School for the Blind & Visually

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REPRESENTATIVE PROJECTS

TERP Audits

Texas Emission Reduction Plan (TERP) grantees are subject to the requirements of the TERP grant contracts. The TCEQ contract specifies and state and federal rules authorize TCEQ and its representatives to access the business records of its grantees and contractors to perform onsite asset verifications.

Ipso Facto, TERP Asset Verification contractor, performs the following services in accordance with the work orders. Our consultants employ state-of-art technologies (digital and GPS tracking pictures) to produce verifiable reports, ensure consistency, and eliminate errors in our reports.

- Perform background research on the program and plan for grantee site visits.
- Inspect equipment, record information and collect acquisition documentation provided by the grantee.
- Verify retrofits/re-powers of engines and infrastructure projects were actually installed.
- Inspect grantee equipment and records, record information, collect documentation and prepare a summary report regarding matters to include:
  - Grantee's system of monitoring where the equipment is used and the amount of use within and without specified areas.
  - Whether the monitoring system or recording system includes the amount of equipment usage in the non-attainment area.
  - A digital image of the equipment showing its location, serial number, and the engine hour meter (if applicable). Collect documents and other information as directed by TCEQ.
- For informational purposes, the inspector (consultant) collects documentation from the grantee to confirm the disposition arrangements for re-powers/replacements. If the disposition has already been completed, checks the grantee's records against the arrangements authorized in the special conditions. If the disposition has not been completed, confirms the arrangements proposed to be used by the grantee and compare with the arrangements authorized in the special conditions.
- Prepares a written report comparing information provided by grantees with field verified information, including a comparison of the actual usage over the activity life to date, converted to an average monthly usage figure, with the projected usage in the grant contract.
- Ipso Facto staff reports to the TERP program staff, which provide names and addresses of grantees selected for review along with a verification checklist to be followed during the inspections. The inspections occur over a period of several months.

Financial Assurance Compliance Monitoring

The Texas Commission on Environmental Quality (TCEQ) Underground Storage Tank (UST) Financial Assurance Project was a *complete outsourcing of a significant on-going and vital business process for the State of Texas. Since 2002* this project had required the processing of tens of thousands of deadline sensitive documents to determine compliance with complex *State and Federal rules*.

Ipso Facto developed a custom software system, named Financial Assurance System for TCEQ (FAST), for the deadline driven process. FAST logged and tracked each step of the analytical process (including response deadlines) for each of the eight possible financial mechanisms including 150 potential errors that may occur, telephone logs of all contacts with UST owner/operators, and current status of each case. Development of this "expert system" software required a very detailed analysis of eight (8) potential mechanisms for meeting the requirements. *TCEQ exercised their contract options to extend this work through 2005.*

Information Technology Services Contract

The *TCEQ Information Technology Services Contract* was designed to provide *on demand* IT and Management Services to TCEQ. As a part of this contract, Ipso Facto performed self managed projects and technical support services. This was a multi-year contract from January 2000 through August 2003. *Ipso Facto invoiced $ 1,217,797 on 15 different Task Work Orders*. The services delivered included Project Management, IV&V services, training, Records Management consulting, software development, database designs, web interfaces, documentation, test data, and test plans. All Task Orders were successfully accomplished on time and within or less than the budgeted amount. Some of the significant task orders included TCEQ Automated Budget System, Texas-NEI Support, and Central Registry Support.

TCEQ Automated Budget System

The Texas Commission on Environmental Quality (TCEQ) Automated Budget System (TABS) project is an on-going multi-phase software development project. Tasks performed by Ipso Facto include:

- Documentation of AS-IS business processes
- Business Process Re-Engineering to develop TO-BE processes for automation
- Facilitated JAD sessions
- Developed and documented a Software Requirements Specification (SRS)
- Systems analysis and systems integration tasks to interface TABS with other systems
- Documentation of the software architecture and design
- Design and implementation of an Oracle database to support TABS
- Data migration to populate the database
- Design and implementation of ColdFusion web interfaces to the database and testing
- Documentation of the software developed

Surface Water Quality Monitoring Information System

The Surface Water Quality Monitoring Information System (SWQMIS) Project was part of a multi-year analysis effort by users of the (SWQM) portion of the TCEQ Regulatory and Compliance System (TRACS). This project consolidated and modernized the input, validation, analysis and reporting of information related to surface water quality monitoring.

Tetra Tech, Inc. and Ipso Facto were teamed to implement SWQMIS. The development contract was completed January 31, 2007. Ipso Facto was awarded a sole-source follow-on maintenance contract.

The scope of this project is to provide a replacement information system for the long term storage and management of ambient surface water quality monitoring data. The deliverables include:

- software, updates and enhancements
- interfaces
- databases
- data loading mechanisms
- data reporting routines
- customizations
- applicable documentation

SWQMIS replaced the portion of the TRACS used by the Office of Compliance and Enforcement (OCE), the Office of Permitting, Remediation, and Registration (OPRR), and the Office of Environmental Policy, Analysis and Assessment (OEPAA). These offices support:

- Water Data Management and Analysis
- Surface Water Quality Monitoring
- The Clean Rivers Program
- Total Maximum Daily Load
- Water Quality-Standards

for surface water bodies in the State of Texas.

Records Management System

The Texas Commission on Environmental Quality (TCEQ) contracted with Ipso Facto for the installation and customization of a Commercial-Off-The-Shelf (COTS) records management system. Ipso Facto teamed with Information Network (IN Inc.) for acquiring and installation of InSight™, an automated records management application. This project required:

- Development of a classification scheme
- Tailoring of the Records Management product
- Development of training materials
- Documentation for the tailored system
- Data migration from the legacy records management system

This project was completed on time and within budget. The success of this installation led to follow-on Time and Materials Work Orders to bring records from other departments at TCEQ into the installed product. *These Work Orders were completed on time and under budget*.

DFPS IMPACT Project

The Texas Department of Family and Protective Services (DFPS) awarded the Enhancements to the Information Management Protecting Adults and Children in Texas (IMPACT) project to CMA Consulting Services. CMA and Ipso Facto have a Texas State Mentor-Protégé relationship and it is teamed with CMA as a HUB subcontractor. Our staff has provided significant development and on-going maintenance assistance.

IMPACT system (browser-based version of the CPS and APS automated casework application) are required to ensure continued effective service delivery. The following enhancements are requested:

- IMPACT Operational Enhancements provide improvements to the usage of the system, to ensure program needs are met, and to encourage community involvement by building information exchanges with service providers.
- IMPACT External Access Enhancements include changes to allow vendors to access and update pre-bill information and to access payment information on-line. In addition these enhancements also include:

  - An automated interface between DFPS and Texas Workforce Commission to allows DFPS to receive child specific information for children in the system receiving day care
  - Automated interface between DFPS and the Office of Attorney General to allow DFPS to send child eligibility and other case information related to child support collections for children in foster care.

EnerTrek Online Database System

EnerTrek® is a comprehensive online data management system developed by Frontier Associates that gives utility program administrators, program implementers, and program participants access to program participation and management tools anywhere Internet access is available.

Electric distribution utilities, including Austin Energy, in Texas are required to administer energy efficiency programs that involve paying incentives to energy services providers. There are standards for participation affecting everything from who installs equipment/materials under the programs, to how projects are inspected and energy savings are reported. Each of the utilities has adopted an online system for program administration.

Program participants and the utilities use the database for receiving applications, application processing, reporting installations, calculating savings, sampling sites for inspection, adjusting savings according to inspection results, and performing final invoice processing. The software programmer is responsible for maintaining existing or developing new online systems. Systems use Access or SQL databases, driven by ASP and .NET application languages. Frontier manages over 50 such databases for their utility clients.

Ipso Facto, City of Austin MBE, is a major IT subcontractor to Frontier for this project.

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Financial Management Systems

Texas Office of Attorney General (OAG) is conducting business analysis of current collections, distribution and adjustment processes on the existing financial management systems and related reconciliation process. The Ipso Facto staff analyzed the systems to document the "as is" conditions and provide options ("to be" processes) for improvement that include system modifications and streamlined business processes to support the Child Support Division's need for cash accounting and general ledger system. Some examples of the analyses include:

- Existing financial management automated systems and reports.
- Evaluation of the existing manual processes/procedures and reports.
- GL codes' conformity to federal distribution laws and review for obsolete and unused codes.
- Evaluation of processes for complete audit trails and standards and identification of strengths/weaknesses.
- Evaluation of year-end procedures for the closing and consolidation process.

Upon completion of the business process and systems analyses, Ipso Facto staff recommended areas for business-process improvements, including changes to existing automated systems and/or implementation of new automated systems, especially to reduce manual processing. Our staff collaborated with the OAG staff to:

- Establish business-process requirements and design requirements.
- Develop business-process reengineering documents and plans.
- Prepare status reports and brief management on project/findings.

TIERS Technical Support

The *Texas Integrated Eligibility Redesign System* (TIERS) project was created to implement several improvements in the delivery of social service programs administered by the Texas Department of Human Services. The project's primary goals include replacing several outdated automation systems with one state-of-the-art-integrated system and changing the agency's business processes to improve accuracy and the delivery of services to millions of Texans. The technology utilized in this state-of-the-art integrated system project is Java and WebSphere. A Rational Unified Process (RUP) lifecycle model supports the software development.

Ipso Facto was a HUB subcontractor to Deloitte Consulting on the TIERS project. Our staff has provided over 30,000 labor hours on this project. Our consultants are served as Programmer/Analysts, Programmers, Quality Assurance / Testing Consultants and Testing Specialists.

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Test Management

Ipso Facto provided software-testing support to the Office of Attorney General (OAG) of the State of Texas Child Support Division. The objective was to provide technical support to the OAG staff in creating a new System Development Process focusing on *Test Management best practices and procedures*. Tasks included:

- Implementation of new test policies and procedures in conjunction with an agency wide System Development Process (SDP) based on the Rational Unified Process (RUP).
- Assigned staff tested new RUP prototypes supporting this new SDP,
- Management of test resources, test case execution, and "builds" of the software on the test environment.

Project deliverables included:

- Test plans,
- Test cases,
- Testing methodologies and guidelines,
- Naming conventions,
- Requirements documents, and
- Defect tracking guidelines.

Work was completed on time and within the fixed price budget.

Ipso Facto Consulting, Inc

COMPANY INFORMATION

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Federal Certification	SBA 8(a) and SDB	Subcontinent Asian American
Central Contractor Registration		Yes
Dynamic Small Business Search (Pro Net)		Yes
Online Representations and Certifications (OCRA)		Yes
Government VISA Purchase Card		No
State Certification	Texas	HUB
Regional Certification	Central & South Texas Minority Business Council	MBE
City Certification	City of Austin	MBE

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